

Marijuana Advisory Team (MAT) Meeting Minutes



Application Number	CAN190003
Company Name	Innovative Flower, LLC
Date of MAT Meeting	February 6, 2019
Location of Meeting	Executive Conference Room
Type of Application	Marijuana Retail Establishment

Attendance	
Innovative Flower, LLC	<ul style="list-style-type: none"> Attorney Paul Galvani, Gordon Lewis, Innovative Flower, LLC Brad Francis, CROP Scott Durst, CROP
MAT	<ul style="list-style-type: none"> Thatcher W. Kezer III, COO, Chair Robin Williams, Department of Public Health Dana Haagensen, Fire Department Officer Keith Strange, Police Department Mary Ellen Kelley, CFO Jacquetta Van Zandt, Senior Policy Advisor, Mayor's Office Michael Tusino, Building Commissioner, Department of Inspectional Services Amanda Loomis, Planning Board Administrator
Legal Counsel	<ul style="list-style-type: none"> Amanda Zuretti, Esq., Petrini & Associates

Welcome and Introductions

Thatcher W. Kezer III, Chair, welcomed the group and provided a brief overview of how the Marijuana Advisory Team (MAT) would conduct the meeting, and review the applications and materials provided. Mr. Kezer further stated that the MAT's function is to provide a recommendation to the Mayor for consideration of Host Community Agreements (HCA).

The members in attendance at the meeting introduced themselves (sign-in sheet attached).

Presentation of Innovative Flower

Attorney Galvani provided a brief review of the property at 655 Cochituate Road, previous permitting activity, and the existing conditions of the property. Attorney Galvani stated that the

property presently has three structures, and that Central Pools purchased the site back in 2010. Central Pools is still operating at the structure in the front of the lot but is presently reconstructing the rear structure, which they will be moving into and then razing the front structure.

Attorney Galvani reviewed the renovations to the site approved by the Planning Board, the Zoning Board of Appeals, and the Conservation Commission. Since the time of permitting the owner has considered several different uses such as a carwash, a fast food establishment with a drive-thru and a tire shop with auto repair. It is understood that the property will need to go through additional permitting. Site improvements will be a substantial upgrade to what is presently there, which includes the construction/formalization of 61 off-street parking spaces, of which Central Pools does not need a lot of. It was noted that Central Pools does not have a high demand for off-street parking.

Mr. Lewis reviewed the proposed exterior and interior of the structure. It was highlighted that the new structure's interior would include an entrance for greeting, a market place where the products would be reviewed, and a check out area. There would be a total of six different market place booths all with the same products that can handle up to three customers at a time. While waiting to enter the market place, customers can wait in the main entrance lobby.

Mr. Lewis stated that Innovative Flower, LLC, d/b/a CROP ("CROP"), is a start-up company that is locally owned, has raised all the funding for the operations on their own, and wants to build a cannabis business in Massachusetts. The business includes professionals engaged in product development person and an engineer and has a focus on being a socially responsible company. CROP is developing a good management team and would like to place one retail, one manufacturing facility, and one cultivation license in Framingham. Mr. Lewis states that, ideally, CROP would like to manufacture in Framingham and sell its products statewide.

Mr. Lewis reviewed the resumes of the team. It was noted that Richard Noyes, Jessica Oliver, and Jeff Mcelroy were not present but provided an overview of participation in the organization.

Mr. Francis stated that although they were trying to create a fun experience CROP wanted to ensure that the company was in full compliance with security. To ensure compliance with security measures, CROP will conduct regular checks, risk assessments, use of secret shoppers, quality assurance reviews, and measures to prevent diversion. Relative to diversion, CROP takes this very seriously and wants to ensure that their products do not get into the wrong hands. CROP is intended to be a high-end brand, and prices will reflect this as well.

Mr. Lewis stated that the minimum wages would be set at \$17.75 per hour, with nine paid holidays, 401K, and equity in the business. CROP's focus is on employees first, customers second, and investors third.

Mr. Lewis provided a review of CROP's diversity and inclusion plan. CROP's goal is to "look like Framingham and remain looking like Framingham." There will be a commitment to the community, both globally and locally. CROP is thinking about additions such as the use of alternative energy and sustainable packaging with the focus on a minimal use of plastics. There is also a focus on hiring locally with a preference to Framingham. CROP will be providing each employee with four hours for volunteer time.

Mr. Lewis stated that CROP has a corporate mission that include support to efforts to help resolve worldwide childhood hunger, which he believes could be solved with \$32 billion. Since this is an effort that CROP believes in, they will be providing \$50,000 per year to help fight hunger in Framingham.

Mr. Lewis stated that the plan is to open in March of 2020, since there is a lot of work that needs to be done to the site. It is believed that all of their competitors will be open by that time. CROP will be conducting a soft opening prior to opening to review their opening plan. For the first few months, CROP will be overstaffing by 1.5 employees. There is presently a search for off-site parking and they will hire a police detail for as long as needed.

Mr. Lewis reviewed the supply plan, noting that CROP is intending to be vertically integrated but will not start out that way. CROP is working to establish relationships with local vendors. Mr. Lewis stated that CROP plans to hire 17 specialized jobs for manufacturing and 12 trade jobs that will work on the cultivation side of the company.

Members of the CROP team reviewed the timeline relative to opening, which included the securing of the structure on December 21, 2018, hosting of a community outreach meeting on February 15, 2019, receiving final license from the CCC by February 14, 2020, and the launch of CROP on March 1, 2020.

CROP concluded its presentation by stating that they want to make a positive impact on Framingham. There is an opportunity for the company to work with Framingham relative to beautification and revitalization of Route 30 and the Speen Street Area. CROP provided a quick review of it should receive an invitation to negotiate an HCA.

Marijuana Advisory Team (MAT) Review

Mr. Kezer turned the meeting over to members of the MAT.

Mr. Tusino stated that the project would need to be reviewed by the Planning Board for Site Plan Review. Mr. Tusino requested that CROP check to ensure that the existing structure that was intended to be razed is not more than 75 years of age.

Officer Strange stated that he liked the idea of a parking lot attendant. Officer Strange stated that the Police Department has a detective that is assigned to computer crimes and would request that the Police Department have an opportunity to review CROP's computer system prior to opening to ensure compliance with the Police Department and the District Attorney

Office requirements. Mr. Lewis requested to meet to ensure that the system is in compliance. Mr. Francis noted that they have a proposal from Daft Co. in Saugus, MA for security.

Officer Strange requested clarification regarding the off-street parking lot design. Officer Strange questioned if there would be a plan for public transportation. Specifically, if the MWRTA drops off people, how will these people be managed on-site relative to pick-up and drop-off?

Officer Strange requested a review as to how the delivery of product would take place. Mr. Francis stated that they would be constructing an enclosed area that will include a privacy screen. The transportation of product will be outsourced to start, but that eventually CROP will be doing their own transport. Officer Strange requested that CROP have a plan in place for management of disabled vehicles and a relationship with a local tow company.

Officer Strange questioned if CROP would have a plan that will mitigate pedestrian traffic. Officer Strange further stated that there are already pedestrians who cross Cochituate Road.

Officer Strange requested information regarding emergency plans, fire drill, and lock down in place procedures.

Ms. Williams requested that the front structure be reviewed for asbestos prior to razing. Ms. Williams questioned if there would be food. Mr. Francis stated that in the waiting room there would be bottles of water, but no food. Mr. Francis also reviewed the division of the structure, which includes the front entrance/waiting room, the marketplace, and the payment area. Mr. Francis stated that no non-cannabis food would be sold.

Ms. Williams questioned if the facility would be adult-use only. CROP's representatives responded that it would be adult-use only. Ms. Williams reviewed the required Health Department regulations that would be required for CROP.

Ms. Kelley requested clarification regarding banking. CROP stated that they are presently utilizing cPort Credit Union in Maine, but have been talking with GFA Federal Credit Union in Gardner, Massachusetts. CROP stated that GFA has a policy that they will not open an account until they have a license. Ms. Kelley requested clarification regarding access to potential investors and how solid these investors were. Mr. Lewis stated that CROP is self-funded, with a series of investors based on licensing.

Mr. Haagensen requested clarification regarding the site layout, noting the structure in the rear and the off-street parking will be shared. Mr. Lewis noted that Central Pool does not require a lot of parking, but there will be a parking lot attendant that will manage the entire lot.

Mr. Haagensen stated that the security plan would need to be reviewed by the Police Department, but the Fire Department would request that a point of contact for the business be provided. This person should be able to get to the site within a reasonable amount of time in the event of an emergency. Mr. Francis stated that he would be relocating to Framingham and

would be serving as this person. Mr. Haagensen reviewed the structure and compliance with Massachusetts state law, noting the requirement that structures over 7,500sf be sprinkled. Mr. Francis stated that they would be adding a sprinkler system to the structure.

Attorney Zuretti requested clarification regarding site control. Mr. Francis stated that CROP has a binding LOI for the property and that they are already paying rent.

Attorney Zuretti requested clarification regarding banking, specifically what Seaport's role was in the company. Mr. Francis stated that cPort Credit Union in Maine was for just the buildout of the space. Mr. Francis stated that they can go through that bank but it is a long drive and is looking for a local bank.

Attorney Zuretti questioned if CROP was applying for retail and manufacturing. Mr. Francis stated that initially the plan was to do both at the same time; however, it is hard to find manufacturing space in Framingham. Attorney Zuretti noted that there are a limited number of marijuana retail establishment HCAs available with Framingham, but manufacturing HCAs are not limited. Mr. Francis stated that they were looking for a Tier Four space, and have been in discussions with Rob Lally and Commonwealth Farm.

Ms. Loomis reviewed the previous permits associated with the project and the need for updated site plans if any of the previous permits have expired.

Ms. Van Zandt questioned if CROP would be providing paid maternity and paternity leave. Mr. Francis stated that dad would be included. Ms. Van Zandt requested clarification regarding recruitment. Mr. Francis and Mr. Lewis stated that they would be attending job fairs and hosting their own. Ms. Van Zandt stated that she wanted to ensure that CROP reflects Framingham's diversity in its workforce. Ms. Van Zandt stated that CROP should include people that speak Spanish.

Attorney Zuretti requested clarification as to CROP would be able to legally hire as they presented and ensure diversity, and suggested that, given the large Portuguese-speaking population in Framingham that CROP consider hiring Portuguese-speaking employees.

Mr. Kezer presented the up to three present impact fee to CROP and asked if they had any questions regarding this. Mr. Lewis stated that they did not have any issues and would just hope that money would be spread around. Mr. Francis stated that they understood the impact fee and want to pay their fair share.

Closing

Mr. Kezer thanked Innovative Flower for coming in for the MAT meeting. It was noted that any additional submittals, requests, and/or questions should go through Ms. Loomis. Mr. Kezer stated that there will be a series of MAT meetings over the next several weeks and recommendations will be made to the Mayor regarding HCA.

Voted by the MAT on April 10, 2019 (Vote 7-0-0)